



DEPARTMENT OF THE AIR FORCE
WASHINGTON, DC

Office Of The Under Secretary

27 September 2001

MEMORANDUM FOR ALMAJCOM/CV HQ AFMC/CD 11WG/CV

FROM: SAF/SB

SUBJECT: Expansion of the Native American (NA) Small Business (SB) Initiative

As emphasized in the AF SB and HBCU/MI Program Plan for FY 02-06, we will use lessons learned to expand the subject initiative nation-wide, initially focusing on five states containing the largest number of NA businesses (CA, FL, OK, TX and WA). Our aim will be to increase NA participation in contract awards for FY 02 by \$100 million through matching requirements with capabilities, providing needed training and using the special authorities available for contracting with NA firms. See AF Press Release at:
http://www.af.mil/news/press_releases/20010831.shtml

To facilitate the expansion, we have identified four focal points: Dr. Patricia G. Luna (SAF/SB, for AF); Mr. Ralph C. Honhongva (NCAIED, for NA firms nation-wide); Ms. Mary F. Archambault (NADC, for NA firms in the northern plains), and Ms. Gerry Cartwright (LMCO) for prime contractors. MAJCOM SB Directors have also been assigned the lead for specific states. Contact information is attached. For each of the five designated focus states and for continuation in the northern plains, AF SB specialists in geographic proximity are to (with prime contractors encouraged to participate):

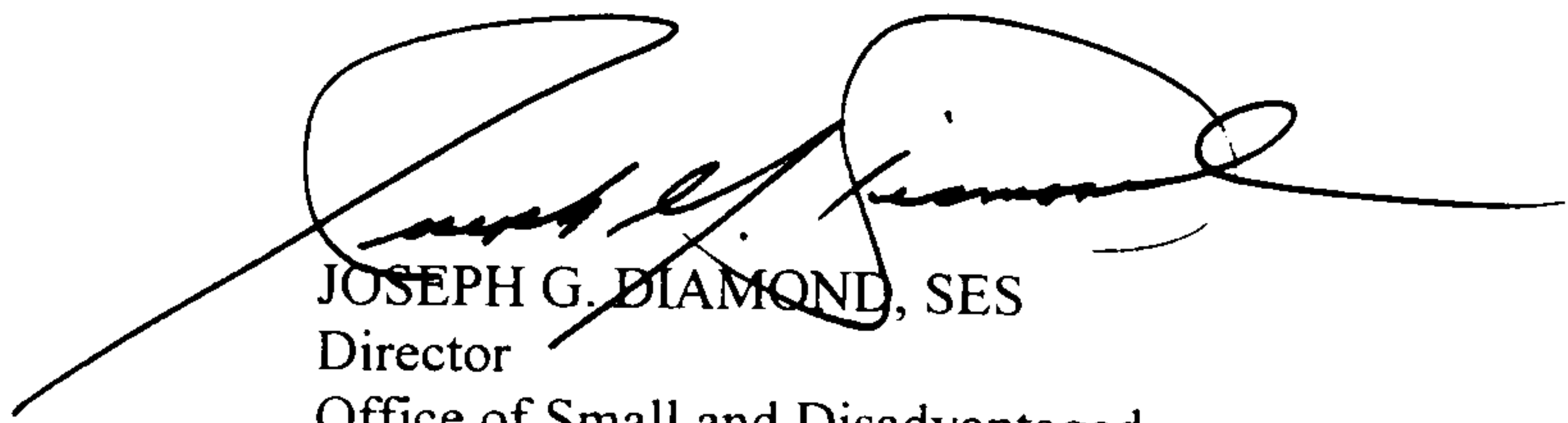
Establish state-wide working groups (cross-MAJCOM) to implement the initiative expansion. NCAIED/NADC will assist and provide NA contacts for consultation purposes.

Match requirements in the Long Range Acquisition Estimate (LRAE, such as those currently identified as "full and open" for less than \$5M) and prime contractor projections with capabilities of NA firms (using PRONet and NCAIED/NADC assistance). Where there is a match, the 8(a), HUBZone and Mentor-Protégé programs and other special authorities will be considered.

Conduct outreach and training for NA firms in each focus state and in the northern plains (NA firms nation-wide welcome) working with cognizant government agencies, prime contractors and tribal organizations, to provide needed information and training--such as obtaining 8(a), HUBZone and Mentor-Protégé program status and GSA federal supply schedules. Training will also be provided for NA firms nation-wide at NCAIED's RES/2002, 29 Apr-2 May 02 in New Orleans, LA.

AF bases/prime contractors outside above identified areas are also encouraged to outreach to NA firms, both in near geographic proximity and nation-wide. Metric for success will be progress towards increasing NA participation by \$100 million nation-wide in FY 02, through matching requirements with capabilities, providing needed training, and using the special authorities available for contracting with NA firms. AF feedback will be provided through AF SB and HBCU/MI Plan quarterly progress updates.

Attachment:
Initiative POCs


JOSEPH G. DIAMOND, SES
Director
Office of Small and Disadvantaged
Business Utilization

AF NA SB INITIATIVE POINTS OF CONTACT (POCs):

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